

Message Text

UNCLASSIFIED

PAGE 01 STATE 237630

17
ORIGIN OPIC-06

INFO OCT-01 ARA-10 ISO-00 EB-06 /023 R

DRAFTED BY ID/LA:B.THMOAS MANSBACH:SK
APPROVED BY EB/IFD/OIA:RJSMITH
EB/IFD/OIA:DHSTEBBING
ARA/EP:WSCLARKE

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R 292344Z OCT 74
FM SECSTATE WASHDC
TO AMEMBASSY QUITO

UNCLAS STATE 237630

E.O. 11652: N/A
TAGS: EC, EINV
SUBJ: COLEMAN COMPANY - INVESTMENT POSSIBILITY

1. PURSUANT TO OPIC'S AUGUST, 1974 CONVERSATIONS WITH CENDES
AND OUR FOLLOW-UP CONVERSATIONS WITH COLEMAN COMPANY CONCERNING
COMPANY INTERST IN A LANTERN AND STOVE MANUFACTURING FACILITY,
COLEMAN SENT BANOMERA OF CENDES TWO TELEGRAMS (OCT. 21 AND A
FOLLOW UP) AND AN OCTOBER 4 LETTER EXPRESSING INTERST IN THE
PROJECT AND A WILLINGNESS FOR PETER MACGOWAN (COLEMAN'S
LATIN AMERICAN SALES MANAGER) TO DISCUSS POSSIBLE INVESTMENT
WITH BANOMERA IN QUITO IN LATE NOVEMBER. TO DATE, COLEMAN
HAS HAD NO RESPONSE.

2. REQUEST EMBASSY ASCERTAIN WHETHER BANOMERA RECEIVED THESE
COMMUNICATIONS AND WHETHER APPOINTMENT CAN BE MADE FOR MACGOWAN
WITH BANOMERA ON OR ABOUT MONDAY NOVEMBER 18.

3. PLEASE ADVISE BANOMERA THAT MANSBACH HAS CONTACTED A NUMBER
OF THE FIRMS ON CENDES' SHOPPING LIST AND WILL REPLY TO HIS AUGUST
23 LETTER AS SOON AS HE GETS UP-DATED REPORTS FROM THE VARIOUS
COMPANIES. INGERSOLL

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